Date: Fri, 25 Apr 1997 15:33:38 -0700
X-Sender: agaccess@mother.com (Unverified)
Mime-Version: 1.0
To: Alex Gault <agault@ibm.net>
From: agAccess@davis.com
Subject: info on Endswell

April 7, 1997

Norine MacDonald
The Endswell Foundation
c/o Bull, Houser & Tupper
1055 West Georgia Street, Suite 3000
Vancouver, British Columbia V6E3R3

Dear Norine,

Thank you for your time on the phone last week. This letter is to follow-up on our conversation regarding payment reconciliation. The original contract between Endswell and Point stated that Point would pay Endswell 25% of the proceeds from grants received. In light of our current effort to re-launch the magazine and based on our discussion, we will pay 15% now of the $150K grant ($22,500) we received from the Foundation for Deep Ecology and will hold the remaining 10% in reserve, with the following understanding:

* The Point Foundation will provide a business plan that will outline our goals and strategies for achieving a sustainable operation that will be in a position to meet our financial obligations. Point will provide the business plan by May 10, 1997.

* The 10% balance will be held in a reserve account; and

* On September 1, 1997, the understanding outlined in this letter will be re-evaluated by Endswell Foundation. If Endswell Foundation is satisfied with the progress of Point's re-organization efforts and general operations, the 10% balance of the 150K grant payment ($15,000) will be released for use by Point. If Endswell Foundation so desires, the 10% balance will be remitted to Endswell immediately.

I really appreciate your consideration and the patience and support you've given Point and Whole Earth Review. We are working hard to prepare our business plan for your review. I will plan to call you next week to discuss the agreement and answer any questions you may have.

Sincerely,

David Katz
President, Board of Trustees
Point Foundation

From: agAccess@davis.com
Date: Thu, 27 Feb 1997 10:14:29 -0800
X-Sender: agaccess@mother.com
To: mkstone@well.com (Michael K. Stone)
Subject: joel report
X-UIDL: 5af89f4da0361166ba628cae300d1841

Mike:

Here is what I sent to Joel yesterday:

Point Foundation/Endswell:

It is necessary to work out a current understanding between Endswell and Point as soon as possible can so we can plan ahead. Below is the status report for Point and WER. You can request any additional information you require. I'd be glad to send a copy to Endswell directly.

Space

We are all moved in and set up in our new quarters in Falkirk House on the edge of downtown San Rafael. Space is snug but it appears we have enough room and the rent is less than we were paying before. The site is a large, classy mansion set in gardens that is operated by the city as a cultural center. We rent some extra space in the back of the building.

Board

We have three potential new members lined up for the board: Rachna Sachasinh, Claire Greensfelder, and Danica Remy. All bring great skills to the board. We hope to have at least several of them on board within several weeks.

Staffing

Our staff is nearly complete. Peter Warshall is the new editor, Mike Stone the managing editor, and Liz Thompson copy editor. David Burnor is working .25 time as the acquisitions editor, and we hired Alex Gaul as publisher/business manger. Alex began a week ago. We will be hiring a receptionist as well.

The current plans indicate that we will use a design firm to assist us in the re-design of the magazine and also use a local desk-top production firm to produce the magazine for us on a quarterly basis. We have been advertising for an art director for the last month or so with no one selected to date. We may proceed without an art director and use other resources to meet this need.

Circulation & advertising

Alex Gault has strong experience in circulation development and advertising sales, and he will concentrate his energies on getting these two areas up to speed and producing revenue. We have budgeted substantially more funds for these areas than has ever been done historically at WER.

We are planning to have the first issue done by mid-May and on the

newsstands by early June. We plan to produce three issues this calendar year. Our current thinking is to charge $26 for a 1 yr. subscription.

Finances

The summary from our budget projection (FY 1997)looks like this: (I would be glad to send the complete budget if you would like to see it.)

Revenue:	$308,000
Expenses	$594,000

Net from operations: $(286,000)

Grants	$215,000 ($154k received to date)
Starting cash:	$129,000

Net cash flow: $58,000

These numbers do not include any payments to Endswell for 25% of grants received. Included in the budget is our year-end payment to Endswell.

According to the 25% formula, we would be obligated to pay Endswell $53,750 over the course of the year if we receive the full $215k in grants.

The most immediate item we have to agree on is the payment to Endswell for the $150k grant we are getting from the Foundation for Deep Ecology. As you and I discussed earlier, we would like to either reduce the percentage for this grant and/or defer a portion of the total that is due Endswell at this time. I will call you soon to follow up and discuss this in detail. Please let me know what additional information you need.

From: JSCOJOEL@aol.com
Date: Fri, 21 Feb 1997 05:26:31 -0500 (EST)
Subject: Fwd: Re: registrations
X-UIDL: d292aab4aed9a2253362cc2d6cacb3a4

hi. i am forwarding this email to you because i thought you might be interested in either this event, or the live webcast portion of it.

thanks for considering, joel

Hi Joel,
Now is the time
for Hollyhockers to pull together and make this conference a HUGE success once again. Please continue to encourage people to invite their friends and colleagues to join us as either onsite or virtual participants. For example, I am e-mailing friends all over the world and copying the following announcement:

****
BODY&SOUL SEATTLE Conference and LIVE WEBCAST -
****
April 11-13, 1997, Westin Hotel, with

Jean Houston, Ram Dass, Marianne Williamson, Terence McKenna

Bernie Siegel, Brian Weiss, Rachel Remen, Jon Kabat-Zinn,

Larry Dossey, Judith Orloff, Gay and Kathlyn Hendricks.

Historic LIVE WEBCAST - For the first time ever, VIRTUAL PARTICIPATION via the WWW will be offered for this landmark conference, including live
RealAudio, live chat and online rituals, two months of online discussion
groups, and CU-SeeMe videoconferencing.

For more information about on-site or virtual participation at Body&Soul
Seattle, go to:

http://www.whidbey.net/bodyandsoul or call 1-800-937-8728

****
DETAILS ABOUT THE WEBCAST: (total cost $50 U.S.)

This historic global webcast offers you the unique opportunity to be a part of our virtual online community before, during, and after the conference in Seattle on April 11 - 13, 1997. Here is what you can expect:

Live and Recorded RealAudio Presentations -- Eight conference sessions will be webcast live from the Westin Hotel in Seattle beginning at 9 am

on Saturday, April 11, and ending at 6 pm on Sunday, April 12. The Saturday evening concert with Cris Williamson and Tret Fure will also be webcast live at 8.00 pm PST. All RealAudio sessions will be available to Virtual Participants for 48 hours throughout the weekend. While the exact
sessions to be webcast haven't been determined yet, at least eight different presenters will be featured. If you don't have RealAudio software, you can download it free on our website.

Live Internet Chat - Beginning March 11 we will open a Body & Soul Chat Room (moderated by Leslie McKay on TalkCity) and schedule regular community-building chats with Virtual Participants. In early March, we will also offer several one-hour live interviews in the chat room with some of our keynote presenters. Jean Houston, Larry Dossey, Judith Orloff, Terence McKenna, and Bernie Siegel, to name a few. Live chat (including online rituals such as meditation, prayer, and healing circles) will occur throughout the conference with reports from sessions,
interviews and Q&A with presenters, and interaction between onsite and virtual participants. This means that you will be able to LISTEN to a RealAudio presentation live and simultaneously participate in LIVE CHAT.
Go to the TalkCity web site and see what you need to participate in the Body & Soul Chat Room. You can also begin practicing how to Chat in other
rooms there until we open on March 11.
TalkCity -- http://www.talkcity.com

Discussion Groups - Beginning March 11 we will open our Body & Soul listserv and message boards where both virtual and onsite participants will join in stimulating discussions on a variety of Body & Soul themes. Expect surprise input from some of our presenters as well. Onsite participants will have the opportunity to meet each other online before the conference, and then meet face-to-face in Seattle. Once you have registered as either a virtual or onsite participant, you will automatically be subscribed to the Body & Soul mailing list. Important information, such as your password for entry into the Virtual Participant
website, will be transmitted to you through this mailing list. This list will continue for one month following the conference.

Live Videoconferencing - Using CU-SeeMe software, virtual participants will have the opportunity to see and chat with some of the presenters during the conference. You will need CU-SeeMe in order to particpate in the videoconferencing. This you can download off our website as well.. We
will also be updating digital video images of the conference on the Virtual Participant webpage throughout the weekend.
JSCOJOEL@aol.com wrote:
>
> rick, how do you feel about me expanding nancy's mini weekly reports mail
> list circulation? i think it will help a lot in communications with our
> board and other parts of the system. it is needed, nancy can do it
> effortlessly,and it will help smoothe so much, and it will begin training
> all of us to communicate with nancy when we can, to keep stuff off you.
>
> id suggest, torkin and brian at the least (executive comm), and adding

> vicki, olee, sandi would be next (the other people carrying program
> responsibilities. then id extend to rest of board if you thought good,
> ian,bill, russell.
>
> love, joel
>
> kick some butt and get some registration company hide and a few hundred
> registrations.
> WE'LL TALK ABOUT PHONING AND LET YOU KNOW....
> consider phoning the attendees from last year. just test run 20 calls.
> have nancy, rick, and peggy do it one couple hour chunk, call as many as
> you can, and assess between you if it is worth it, and how to do it most
> tactfully and gracefully.
>
> just test it out.
>
> (i think it should be one of the "services" hh offers to its guests each
> year. "check here if you want us to call and check with you for next
> year, so you can ask questions, etc".
>
> joel;
>
> >Subject: registrations
> >Sent: 2/20/97 2:22 AM
> >Received: 2/19/97 8:38 PM
> >From: nancy waddell, nancyw@whidbey.com
> >To: joel solomon, JSCOJOEL@aol.com
> >
> >From: nancyw@whidbey.com (Nancy Waddell)
> >To: JSCOJOEL@aol.com
> >Last week's report showed 885 registrations. I heard from Karen today that
> >we're at 930. I knew there was a backlog because we've been hearing about
> >people who haven't been able to get thru to Commerce (again). Allegedly
> >they've changed their phone system to improve service (again).
> >So it's creeping on up there.
> >
> >
> >
> >

---------- Headers ----------
>From newagew@whidbey.com Thu Feb 20 14:01:14 1997
Return-Path: newagew@whidbey.com
Received: from whidbey.whidbey.com (whidbey.whidbey.com [204.94.52.2]) by
emin40.mail.aol.com (8.6.12/8.6.12) with ESMTP id OAA25429 for
<JSCOJOEL@aol.com>; Thu, 20 Feb 1997 14:01:11 -0500
Received: from cyber4.whidbey.com (cyber4.cafe.whidbey.com
[204.94.55.36]) by whidbey.whidbey.com (8.7.6/8.7.3) with SMTP id
KAA08090; Thu, 20 Feb 1997 10:56:51 -0800 (PST)
Message-ID: <330C9D0A.2882@whidbey.com>
Date: Thu, 20 Feb 1997 10:50:50 -0800
From: "Rick Ingrasci, M.D." <newagew@whidbey.com>
Reply-To: newagew@whidbey.com
Organization: Whidbey CyberC@fe & Bookstore